RANDOM HOUSE, INC.
201 EAST 50TH STREET, NEW YORK, N.Y. 10022
TELEPHONE 212 751-2600

In Account With: POINT FOUNDATION
Sales Period: 1/1/83 - 3/31/83
Title: THE NEXT WHOLE EARTH CATALOG-2nd Ed.

Title Code #70776
Pub Date: 11/81

| | CURRENT SALES PERIOD 1/1/83 - 3/31/83 | | INCEPTION TO-DATE 11/1/81 - 3/31/83 | |
|---|---|---|---|---|
| | COPIES | AMOUNT | COPIES | AMOUNT |
| GROSS SALES: | | | | |
| TRADE | 4,330 | $ 35,520.80 | 99,958 | $ 818,415.20 |
| FOREIGN | 193 | 1,709.37 | 2,004 | 16,933.02 |
| CANADA | 200 | 1,376.00 | 3,625 | 23,660.00 |
| TOTAL GROSS SALES | 4,723 | $ 39,606.17 | 105,587 | $ 859,008.22 |
| RETURNS | (1,121) | ( 8,985.30) | (26,386) | (212,572.38) |
| NET SALES | 3,602 | $ 30,620.87 | 79,201 | $ 646,435.84 |
| RESERVE FOR RETURNS -10% of G.S. | | ( 3,960.62) | | ( 85,900.82) |
| Adjustment | | 6,385.91 | | 81,940.20 |
| ADJUSTED NET SALES | | $ 33,046.16 | | $ 642,475.22 |
| LESS: COSTS PER CONTRACT | | | | |
| P.P.B. COSTS (Schedule) | | $ -- | | $(317,485.22) |
| HANDLING CHARGES - 75¢ per copy on 3,000 | | -- | | ( 2,250.00) |
| INTEREST ON P.P.B. | | -- | | ( 6,458.40) |
| INTEREST ON AMT. DUE RANDOM HOUSE ($139,818.09 - 11.5% for 90 Days) | | ( 3,964.50) | | ( 17,148.60) |
| DISTRIBUTION FEE- 22½% of G.S. | | ( 8,911.39) | | (193,276.86) |
| 10% of Returns per Par. #7 | | ( 304.44) | | ( 8,372.11) |
| TOTAL EXPENSES | | $ (13,180.33) | | $(544,991.19) |
| PROFIT (LOSS) FROM OPERATIONS | | $ 19,865.83 | | $ 97,484.03 |
| PLUS: RIGHTS INCOME | | 405.05 | | 3,911.11 |
| LESS:PREVIOUS PAYMENTS | | -- | | ( 64,687.65) |
| LESS:LOSS ON 1st ED. | | 24,875.15 | | (131,379.54) |
| LESS:PREVIOUS LOSS (12/31/82 STMENT) | | (139,818.09) | | -- |
| AMOUNT DUE RANDOM HOUSE | | $( 94,672.06) | | ( 94,672.06) |

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In Account With : POINT FOUNDATION
Sales Period: 1/1/83 - 3/31/83
Title: THE NEXT WHOLE EARTH CATALOG-1st Ed.

Title Code: #73951-5
Pub. Date: 10/80

| | CURRENT SALES PERIOD 1/1/83 - 3/31/83 | | INCEPTION TO-DATE 10/1/80 - 3/31/83 | |
|---|---|---|---|---|
| | COPIES | AMOUNT | COPIES | AMOUNT |
| GROSS SALES | | | | |
| TRADE | 2 | $ 12.71 | 270,466 | $ 1,853,427.12 |
| FOREIGN | -- | -- | 14,636 | 90,466.84 |
| CANADA | -- | -- | 9,942 | 43,776.75 |
| REMAINDER | 22,030 | 33,565.00 | 22,030 | 33,565.00 |
| TOTAL GROSS SALES | 22,032 | 33,577.71 | 317,074 | $ 2,021,235.71 |
| RETURNS | ( 158) | ( 1,147.58) | ( 45,834) | ( 325,888.43) |
| NET SALES | 21,874 | $32,430.13 | 271,240 | $ 1,695,347.28 |
| RESERVE FOR RETURNS | | -- | | -- |
| ADJUSTED NET SALES | | $32,430.13 | | $ 1,695,347.28 |
| LESS: COSTS PER CONTRACT | | -- | | |
| P.P.B. COSTS (Schedule) | | | | $ 1,080,071.84) |
| HANDLING - 75¢ a copy on 38,515 | | | | ( 28,886.25) |
| INTEREST EXPENSE | | | | ( 15,420.60) |
| DISTRIBUTION FEE - 22½% of G.S. | | ( 7,554.98) | | ( 450,840.55) |
| DISTRIBUTION FEE - 25% of Kephart Com. Sales | | -- | | ( 4,375.00) |
| ADVERTISING (Publicity) | | -- | | ( 983.96) |
| FREIGHT | | -- | | ( 1,591.65) |
| P.P.B. ADJ. PLUS INTEREST | | -- | | 25,118.66 |
| TOTAL EXPENSES | | ( 7,554.98) | | $ 1,557,051.19 |
| PROFIT (LOSS) ON OPERATIONS | | $24,875.15 | | $ 138,296.09 |
| PLUS: RIGHTS REVENUE | | | | 17,247.31 |
| LESS: PREVIOUS PAYMENTS | | | | $( 286,922.95) |
| PLUS: LOSS APPLIED ON 2nd Ed. | | | | 156,254.69 |
| AMOUNT TO BE APPLIED TO 2nd | | $24,875.15 | | $ 24,875.15 |